

The Self – Part 2

Where does information about the self come from?

- I. Culture and socialization
 - A. Individualistic cultures
 - B. Collectivistic cultures

- II. Social comparison
 - A. Upward social comparison
 - B. Downward social comparison

- III. Self-perception
 - A. Implications
 1. Lepper, Green, and Nisbett (1973) study with preschool kids
 2. Intrinsic and extrinsic motivation
 3. Overjustification effect

- IV. Introspection
 - A. How often do we introspect?
 1. The beeper study

 - B. How accurate is introspection?
 1. Reactions to an election

 - C. 2 reasons why we are inaccurate
 1. Role of automatic versus controlled thinking